



# **PT Acset Indonusa Tbk**

## **Performance Update**

### **Q1'2019**

# Disclaimer

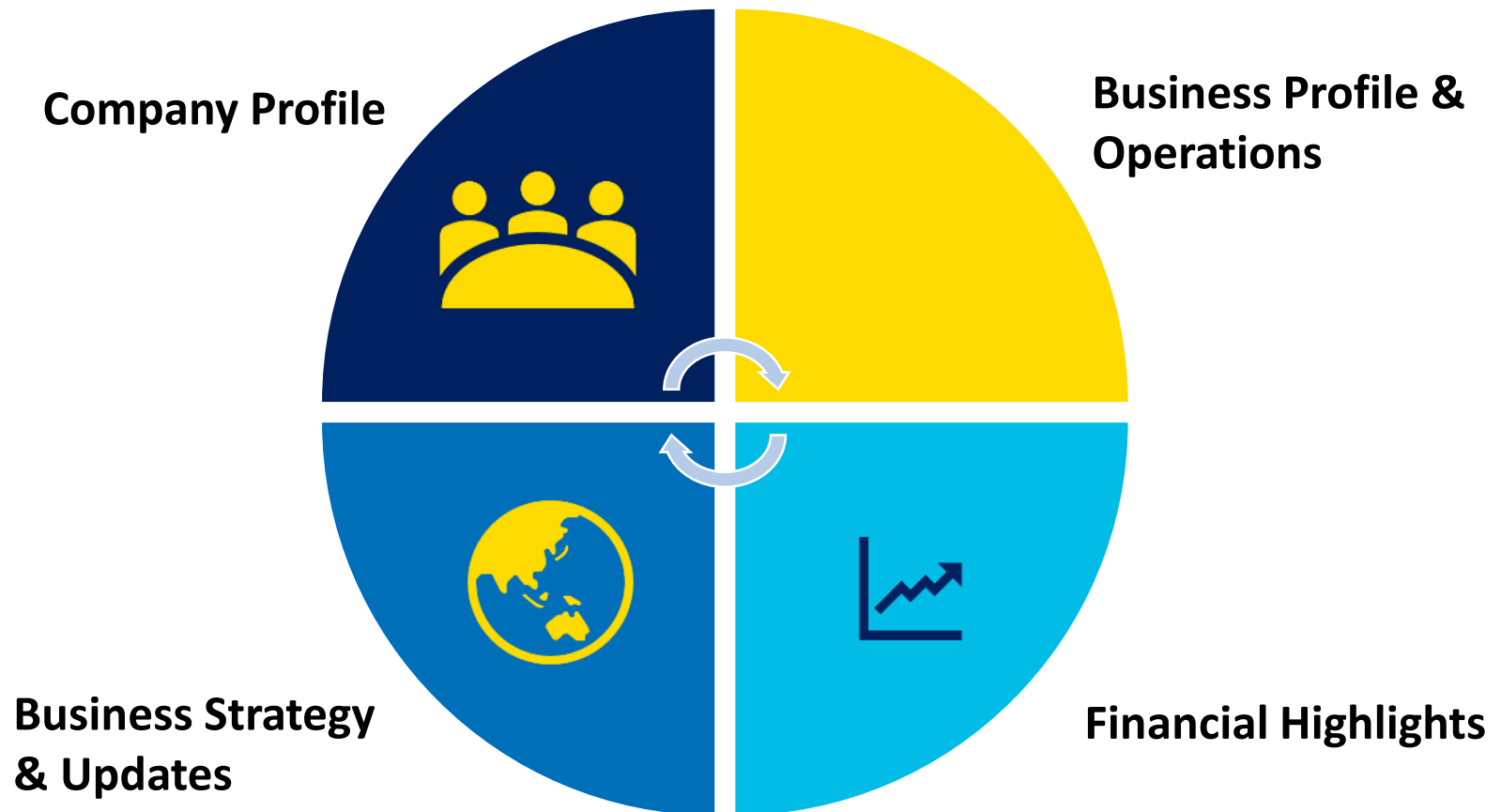
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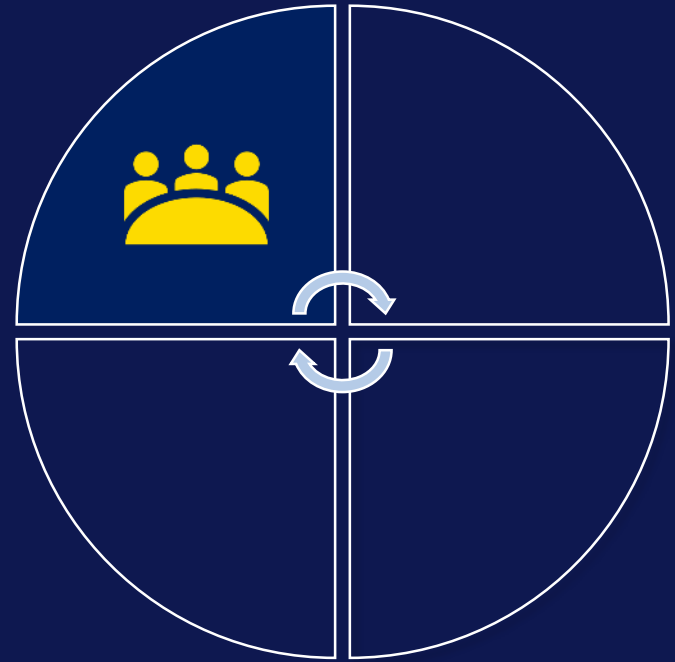
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# Contents



# Company Profile

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## *Indonesia's Leading Integrated Construction Company*

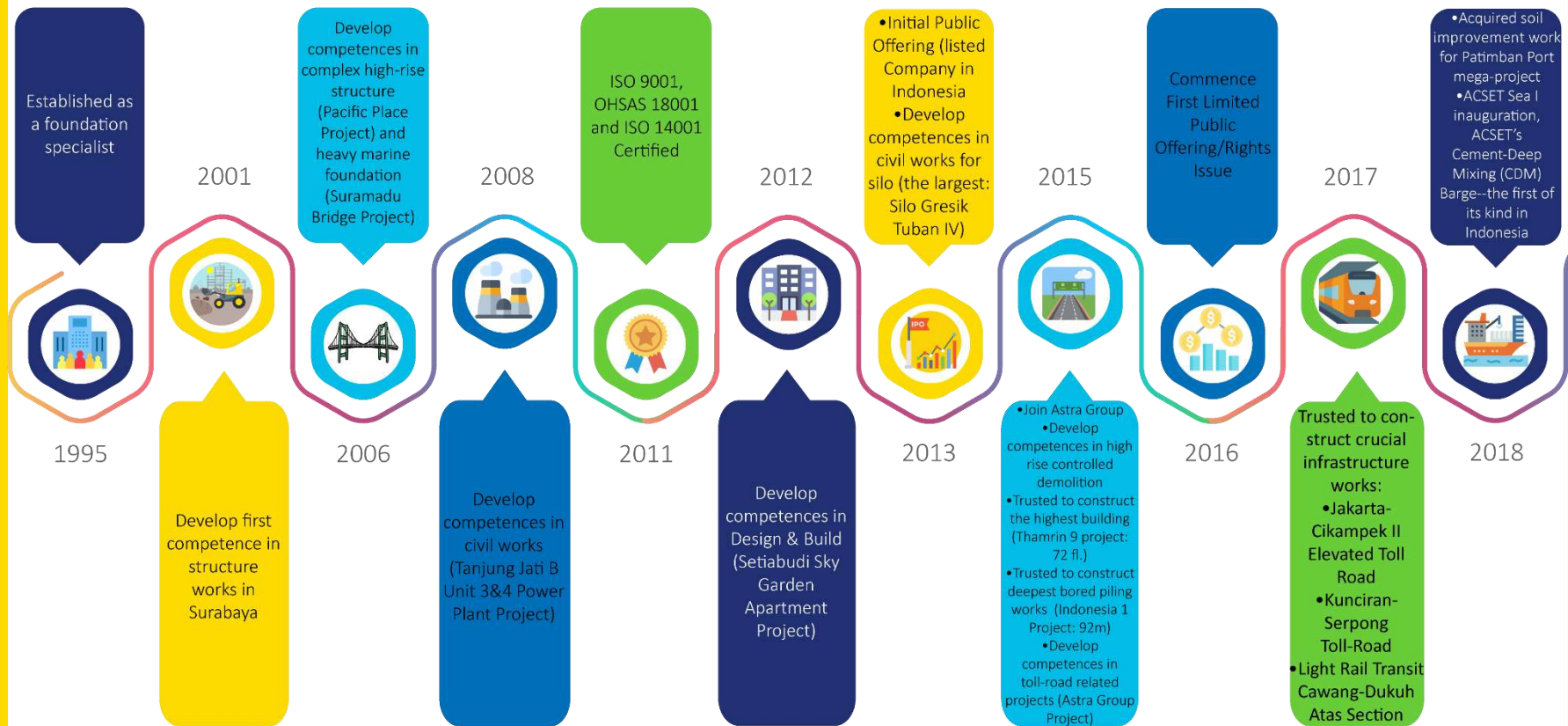
PT Acset Indonusa Tbk ("ACSET") is an integrated construction company, providing technical and construction services in foundation, building, civil engineering, infrastructure and ground engineering specialist works.



ACSET is one of the few construction groups in Indonesia with the capability to provide services that spans across the entire value chain, and even been able to diversify ACSET's business lines in high-rise controlled-demolition business and infrastructure-related works.

Our niche is in our capability to integrate the specialist works and general construction works effectively to produce the most efficient and cost effective construction; and this differentiates us from others.

# Major Milestones



# Part of Indonesia's Largest Business Group



Automotive

Manufacture & Distribution, (Market Share 54% for cars and 75% for motorcycles)



Financial Services

Banking, general and life insurance, leasing company



Heavy Equipment & Mining



Agribusiness

CPO producer, 1.63 mio ton



Infrastructure, Logistics and Others

Concession: toll-road, clean water and port



Information Technology

Property developer and building management



Properti



UNITED TRACTORS



**ACSET**

member of ASTRA

An Integrated Construction Company  
for Foundation, Structures,  
Infrastructures

Construction Machinery  
Market Leader  
(35% market shares)



Mining Contracting  
Market Leader  
(49 % Market Shares)

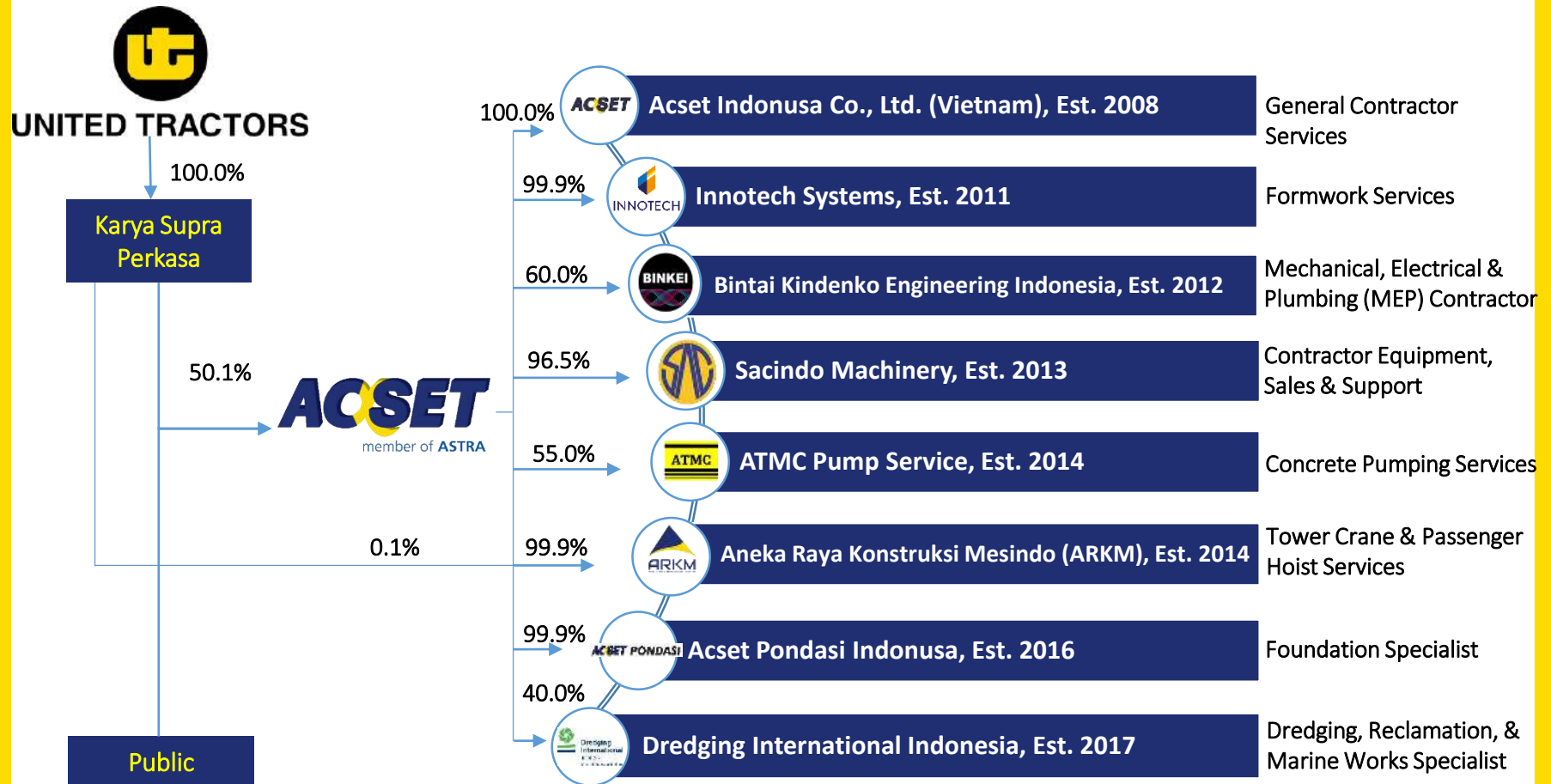


Coal Mining  
Coal reserved  
386mil ton



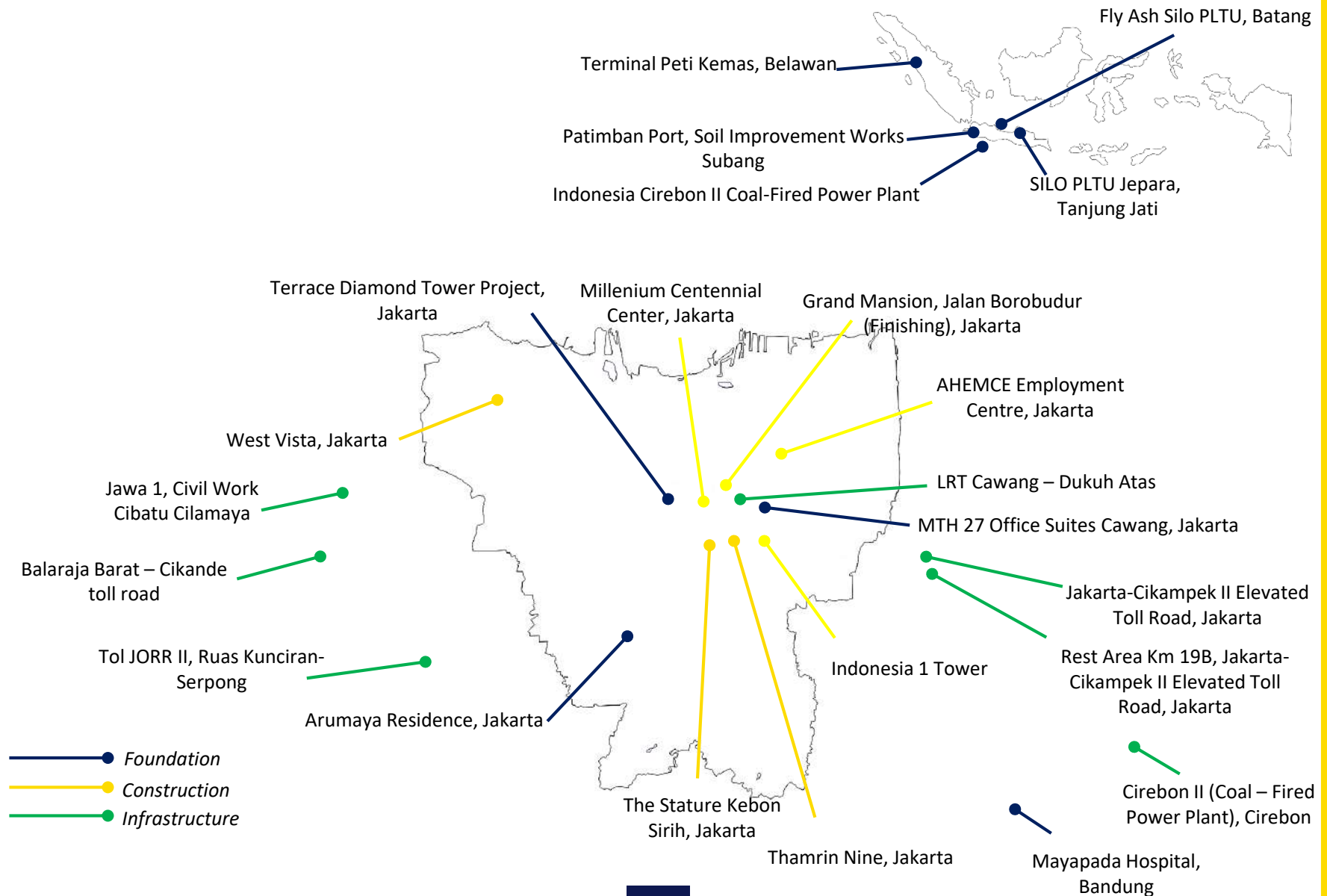
Energy  
PLTU Tj. Jati 5&6,  
2 X1000MW  
(in construction)

# Shareholding Structure





# On-Going Projects



# Management

ACSET is managed by a dedicated professional, experienced team.

## BOARD OF COMMISSIONERS

**FRANS KESUMA**  
President Commissioner

**IWAN HADIANTORO**  
Commissioner

**Tan Tiam Seng Ronnie**  
Commissioner

**Tjandrawati Waas**  
Independent Commissioner

**Wiltarsa Halim**  
Independent Commissioner

## BOARD OF DIRECTORS

**JEFFREY G. CHANDRAWIJAYA**  
President Director

**HILARIUS ARWANDHI**  
Director

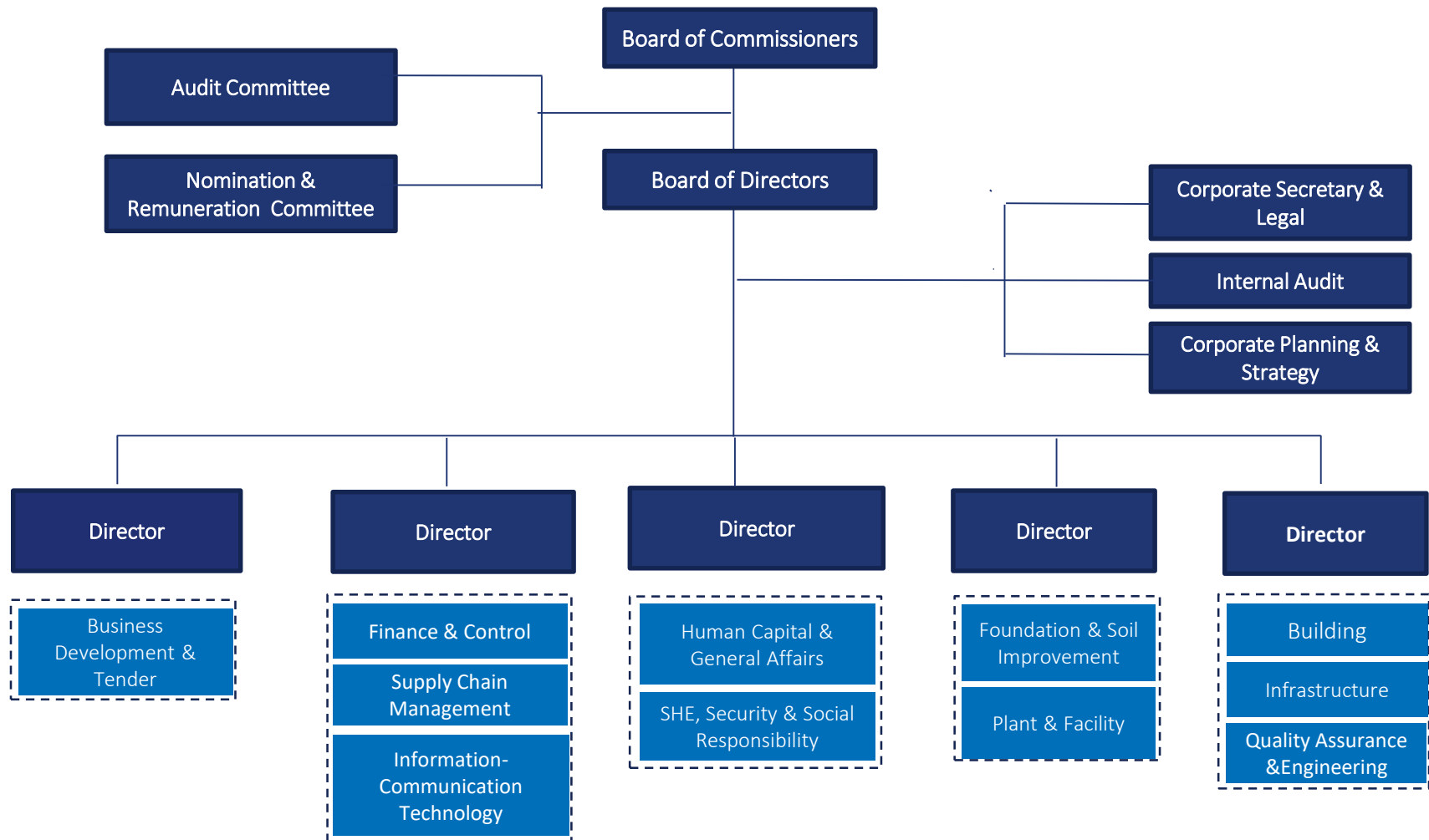
**ELLYJAWATI**  
Director

**YOHANES EKA PRAYUDA**  
Director

**DJOKO PRABOWO**  
Director

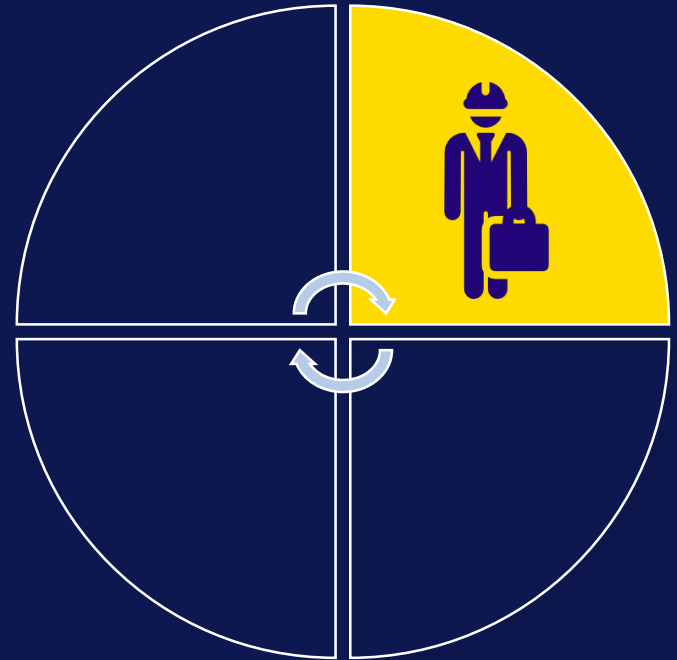
As of AGMS 2018 decision, 10 April 2019

# Organizational Structure



# Business Profile & Operations

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# Areas of Expertise

## Demolition Works



## Foundation Works



## General Building Works



## Infrastructure Works



## Marine Works



MAIN EXPERTISE

Controlled-demolition with minimal impact to project surroundings

- Geotechnical Works
- Bored Pilling & Diaphragm Wall
- Waterproofing & Driven Pilling
- Pre-Stressing/Post-Tensioning

High rise and complex building structure

Civil engineering related works that include but not limited to:

- Toll Roads
- Power Plants

- Underwater foundation
- Dredging
- Reclamation

SUPPORTING

Subsidiary complementing expertise include:

- Mechanical, Electrical & Plumbing Works
- Construction Heavy Equipment Sales and Rental (Tower Crane/ Concrete Pump/Passenger Hoist)
- Slip Forming/Formwork System

ACSET



ACSET PONDASI



# Demolition Works

CIMB Niaga & Sequis Office Building, Jakarta





# Bored Piling & Diaphragm Wall



Indonesia 1 Project

Thamrin Nine Project





# General Building Works

Residence 8 Project



Centennial Tower Project





# Infrastructure Works

Construction of Toll Gate, Cilegon Barat



Construction of Additional Transaction Line, Balaraja Timur



Kertosono – Mojokerto Toll Road



Kertosono – Mojokerto Toll Road



# Marine Works



Approach Bridge Suramadu



Approach Bridge Suramadu



Approach Bridge Suramadu



# Soil Improvement Works

ACSET Sea 1 (Cement Deep Mixing Barge)



# Slipforming & Formwork System



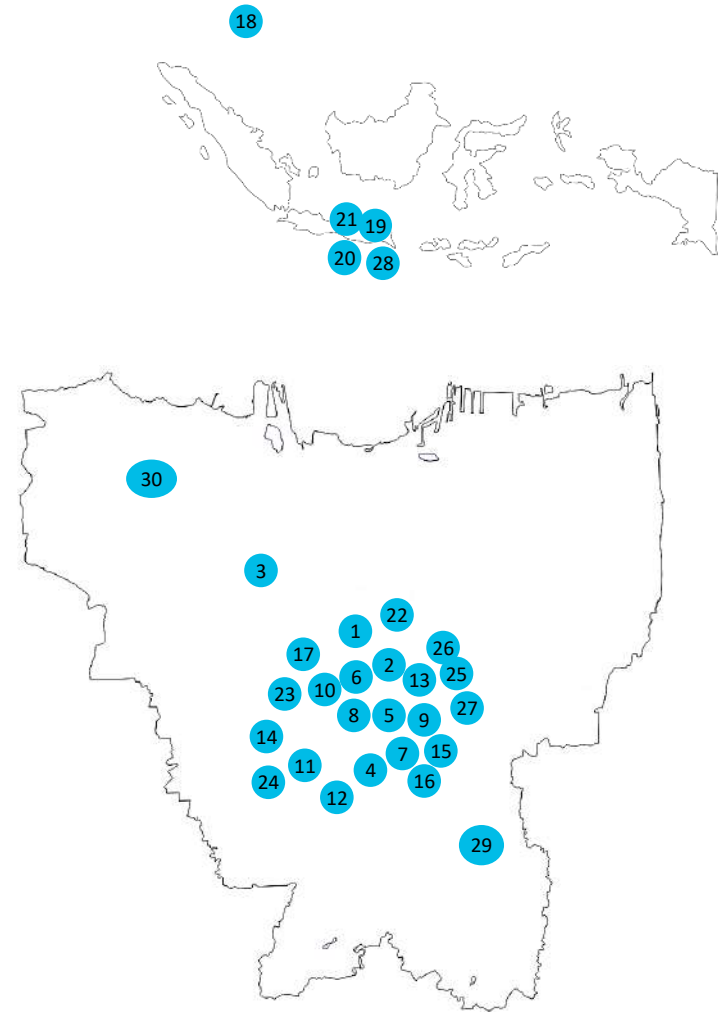
Silo of PT Semen Indonesia Tuban IV



Silo of Bosowa Mataram

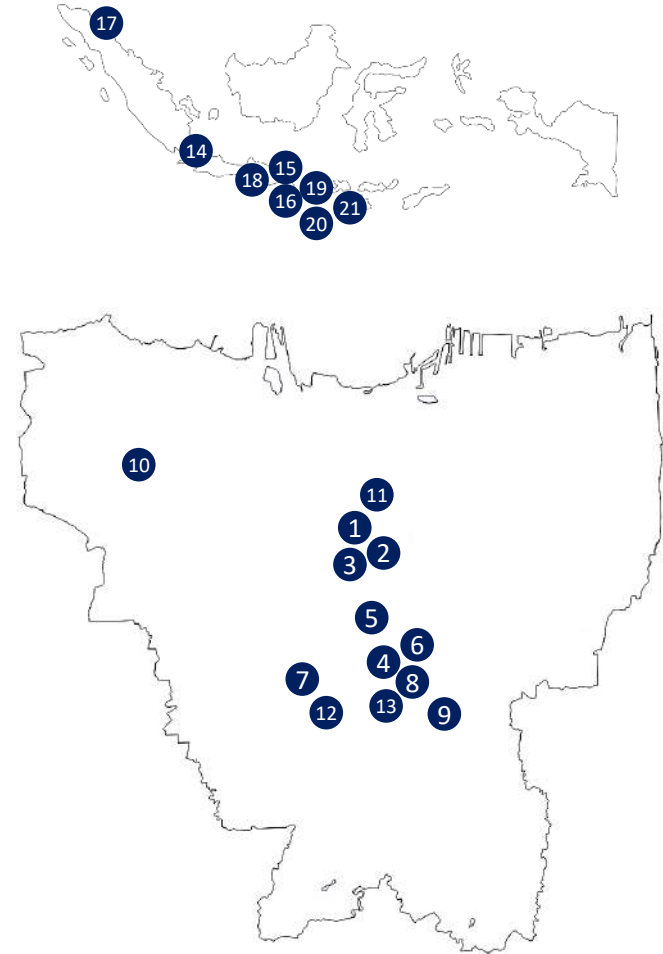
# Project Portfolio: Foundation Projects

1. Indonesia 1, Jakarta
2. Millenium Centennial Tower, Jakarta
3. Taman Anggrek Residences, Jakarta
4. Mangkuluhur City, Jakarta
5. SBCD Lot 10, Jakarta
6. Thamrin Nine (phase I-II), Jakarta
7. St. Regis, Jakarta
8. Bahana Office Tower, Jakarta
9. District 8 Senopati, Jakarta
10. Sahid Sudirman Center, Jakarta
11. Botanica Residences, Jakarta
12. Pakubuwono House, Pakubuwono Signature, and Pakubuwono House, Jakarta
13. Ciputra World, Jakarta
14. Gandaria City, Jakarta
15. Pacific Place, Jakarta
16. Plaza Sudirman, Jakarta
17. Pasar Tanah Abang (blocks A and B), Jakarta
18. Estella Residential Development Project, Ho Chi Minh City, Vietnam
19. Approach bridge of Suramadu Bridge, East Java
20. Plaza Ambarukmo, Yogyakarta
21. Soil Improvement Work (Central Java Project), Batang
22. Mixed-use Development Kebon Sirih, Jakarta
23. Menara Tendea
24. Bored Pile Toll Depok - Antasari
25. LRT Cawang - Bekasi Timur
26. LRT Cawang - Dukuh Atas
27. LRT Cawang – Cibubur
28. PLTU Jepara Bored Pile
29. Graha Pertamina
30. Pelayanan Kesehatan Penerbangan



# Project Portfolio: Structural Projects

1. Indonesia 1, Jakarta
2. Millenium Centennial Tower, Jakarta
3. Thamrin Nine, Jakarta
4. District 8 Mixed-Use and Langham Tower Development, Jakarta
5. Equity Tower, Jakarta
6. Kota Kasablanka (phase I-II), Jakarta
7. Gandaria City, Jakarta
8. Pacific Place, Jakarta
9. New British Embassy, Jakarta
10. West Vista Apartment, Jakarta
11. Hotel Harris and Yello, Jakarta
12. Pakubuwono Signature and Pakubuwono House, Jakarta
13. Residence 8 @ Senopati Office and Apartment, Jakarta
14. Astra Business Centre, Tangerang
15. BG Junction Supermall Pakuwon, Surabaya
16. Supermall PTC Pakuwon Indah, Surabaya
17. Sun Plaza, Medan
18. Tunjungan Plaza IV, Surabaya
19. Artotel Sanur, Bali
20. TS Suites Hotel and Mall Town Square, Bali
21. Alila Seminyak Resort, Bali
22. Grand Mansion Borobudur, Jakarta.



# Project Portfolio: Civil & Infrastructure

1. Tanjung Priok Access Road (phase II), Jakarta
2. Blending silo of PT Semen Gresik Rembang, Central Java
3. Silo, Packer, and Pen Building of PT Semen Indonesia, East Kalimantan
4. Port and packing plant, Pontianak
5. Silo of PT Semen Indonesia Tuban II and IV, East Java
6. Silo of Semen Banjarmasin, South Kalimantan
7. Silo of Bosowa Mataram, West Nusa Tenggara
8. Silo of PT Semen Gresik Banyuwangi, East Java
9. BP Conveyor 604, East Java
10. Foundation construction of PT Semen Gresik, East Java
11. Tanjung Jati B Power Plant expansion project (2 x 660 MW), units 304, Central Java
12. Construction of toll gate and transaction line, Balaraja Timur and Cilegon Barat, Banten
13. Construction of toll gate and office building of Kertosono-Mojokerto toll road, East Java
14. Construction work for additional rows of Manyaran-Jatingaleh toll road, Central Java
15. Construction of Semarang-Solo toll road (phase I), Semarang-Bawen row (sect. II), Central Java
16. Terbanggi Besar-Kayu Agung Toll Road, Lampung
17. Bakaheuni – Sidomulyo toll road, Lampung
18. Tol JORR II, Kunciran – Serpong





# Current Project Portfolio: Demolition Projects

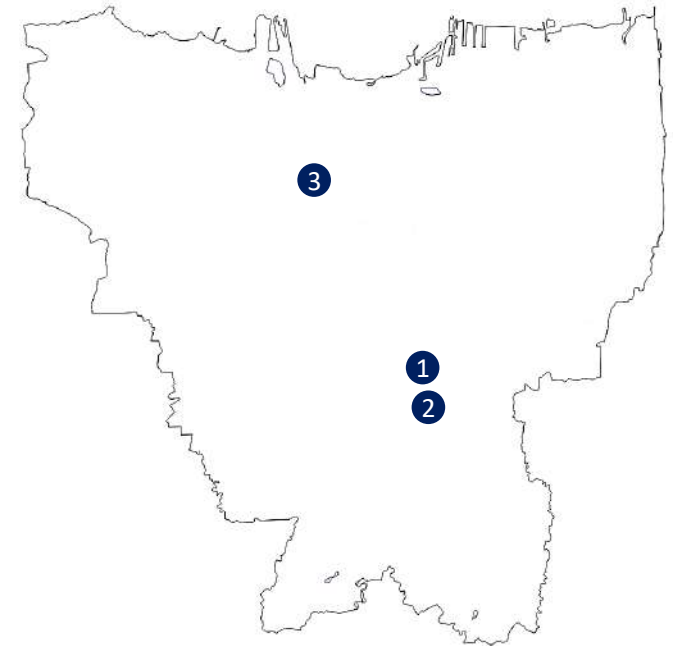
1. CIMB Niaga & Sequis Office Building, Jakarta
2. International Financial Center Tower II Car Park, Jakarta





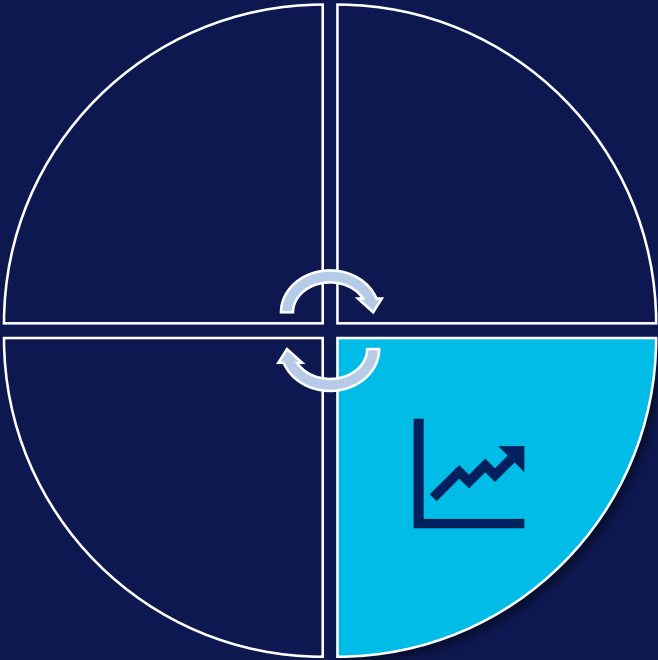
# Current Project Portfolio: MEP Projects

1. Mixed–Use Development Indonesia 1, Jakarta
2. Jakarta MRT Project – 4 stations (Bundaran Senayan, Istora Senayan, Bendungan Hilir and Setiabudi)
3. Hotel Harris & Yello, Jakarta
4. Bintan Residence

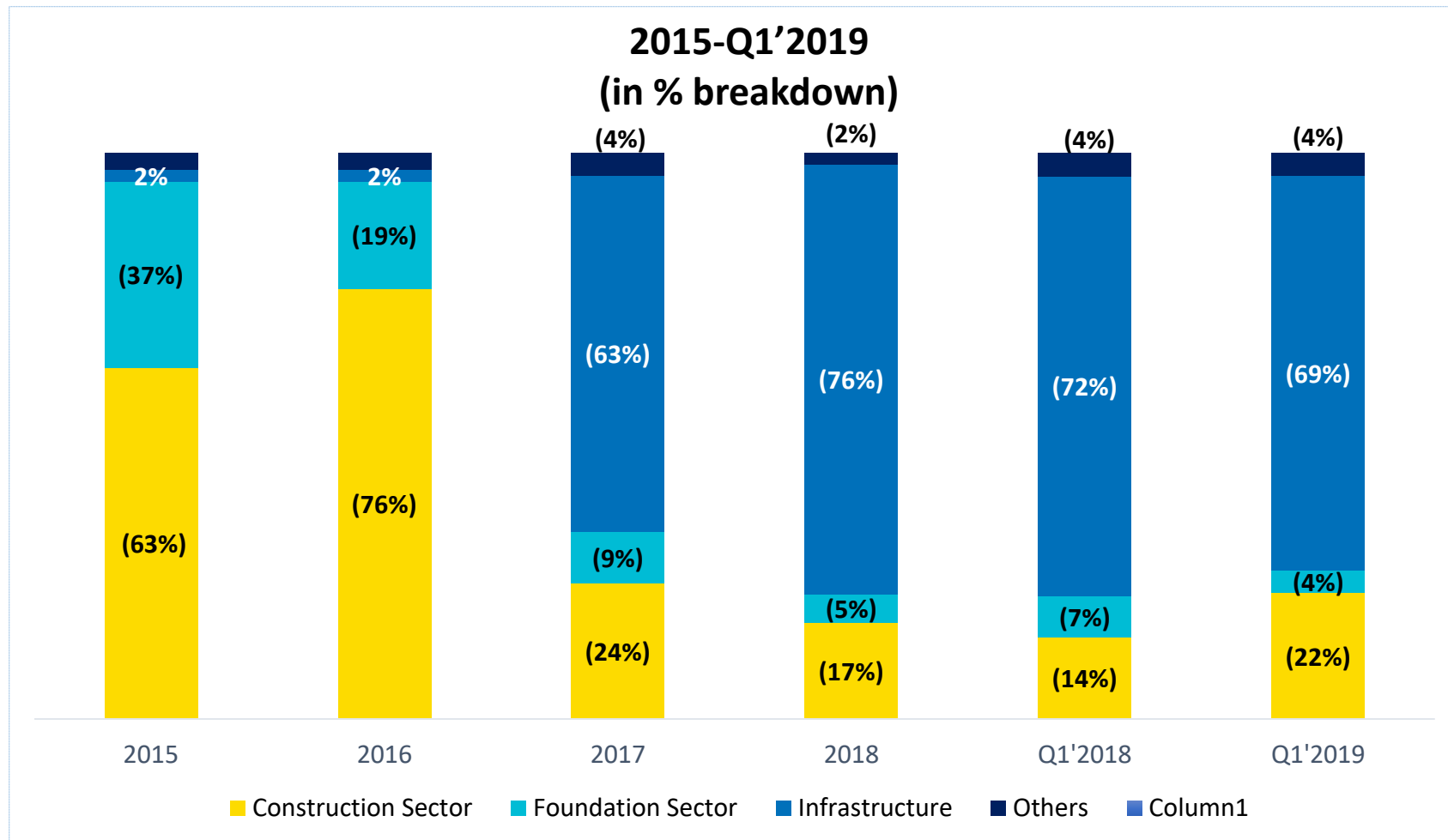


# Financial Highlights

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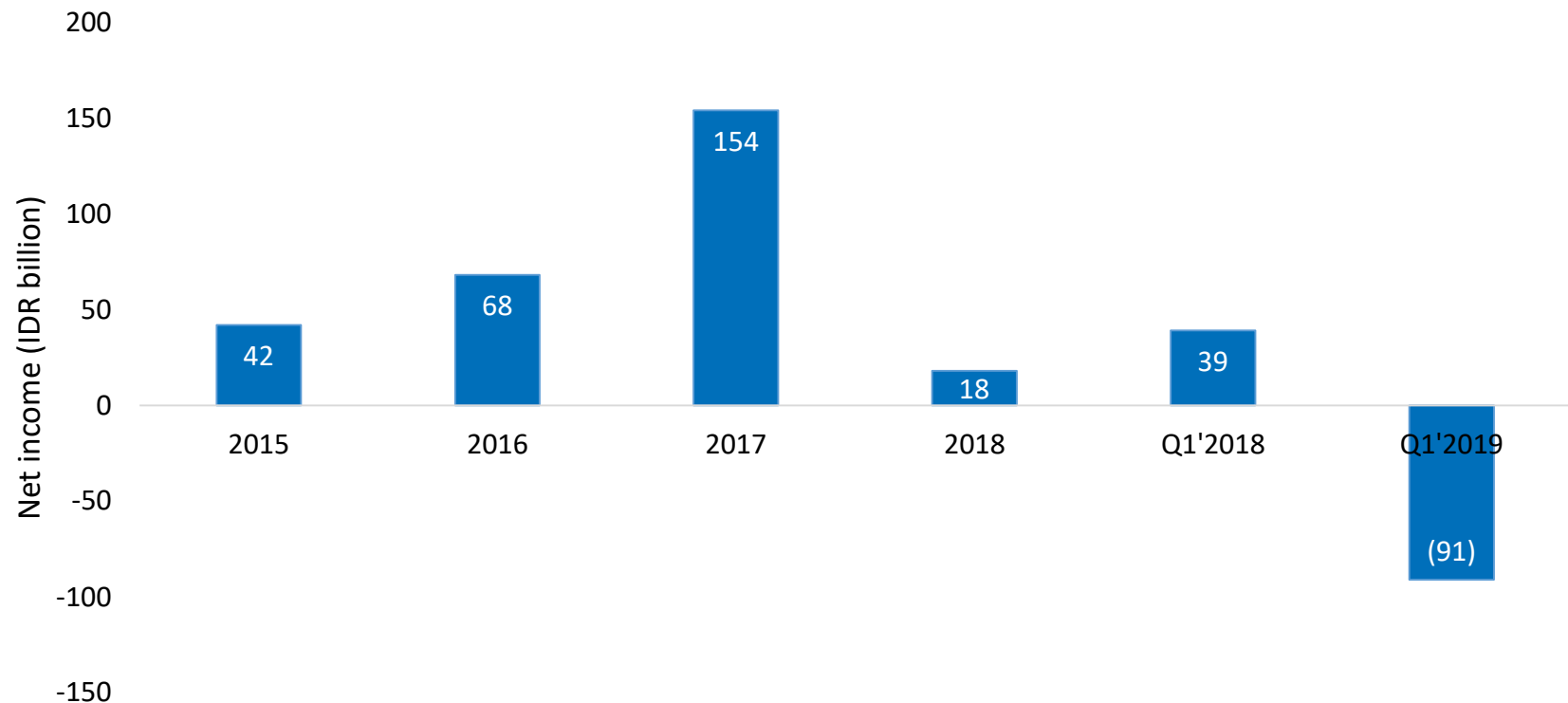


# Annual Revenue by Sector, FY 2015 - Q1'2019



# Net Income, FY 2015 - Q1'2019

## Net Income, 2015-Q1'2019 (in IDR billion)

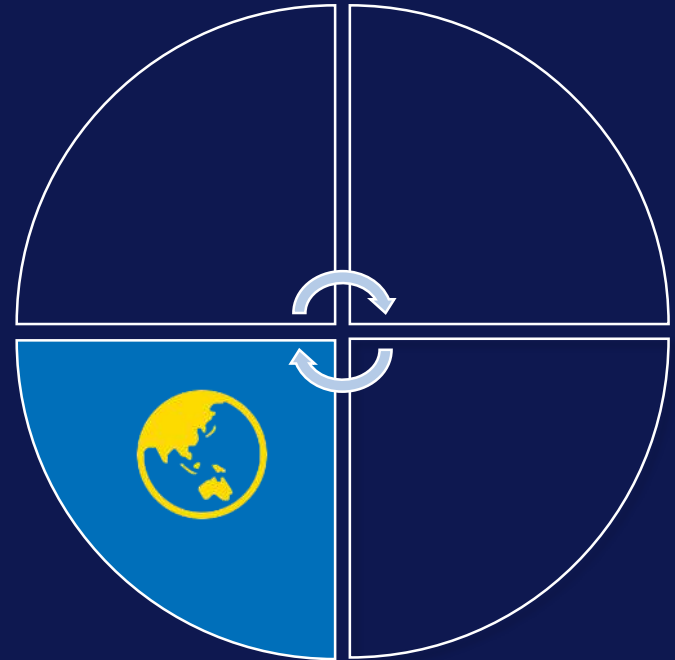


# Financial Highlights, FY 2015 - Q1'2019

<i>in IDR Million</i>	2015	2016	2017	2018	Q1'2018	Q1'2019
<b>Net Revenue</b>	<b>1,356,868</b>	<b>1,794,002</b>	<b>3,026,989</b>	<b>3,725,296</b>	<b>733,726</b>	806,673
Gross Profit	224,374	279,639	465,900	699,287	145,110	99,140
<i>Gross Profit Margin</i>	16.5%	15.6%	15.4%	18.8%	19.8%	12.3%
Operating Profit	130,915	182,096	310,722	497,768	97,003	50,690
<i>Operating Profit Margin</i>	9.6%	10.2%	10.3%	13.4%	13.2%	6.3%
<b>Net Income</b>	<b>41,917</b>	<b>68,329</b>	<b>154,245</b>	<b>18,285</b>	<b>38,927</b>	(90,696)
Net income/share (full amt.)	84	111	220	26	56	(130)
<b>Total Assets</b>	<b>1,929,498</b>	<b>2,503,171</b>	<b>5,306,479</b>	<b>8,936,391</b>	<b>6,234,457</b>	<b>9,691,300</b>
<b>Total Equity</b>	<b>664,859</b>	<b>1,301,225</b>	<b>1,437,127</b>	<b>1,426,793</b>	<b>1,475,758</b>	<b>1,336,641</b>

# Business Strategy & Updates

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# Our Strong Foundation

Our competitive advantages set us apart from our competitors.

## Integrated

- The only construction company in Indonesia capable of undertaking works from deepest foundation and basement to high-rise structures (integrated)

## Experience

- More than 24 years of experience

## Competitive

- One of the leading building, foundation, and diaphragm wall specialist contractors in Indonesia

## Branding

- Brand recognition in prestigious and high-end projects with wide client base

## Management

- Experienced and dedicated management team

## Wide range of capabilities

- Capable in handling a wide spectrum of projects

## Leveraging network

- Leverage our nation-wide network through being a member of United Tractors and Astra Group

## Strong Financial Capability

- Backed up by robust financial capability as a member of United Tractors and Astra Group



# Business Strategy

Put forward **safety** and **quality principles** as **differentiation factors** of the Company



**Diversification to infrastructure and soil-improvement works**



Establish **strategic alliance** both with **Astra Group network** and **external parties**



Strengthen **competences** and **value chain**, actively seek for **new opportunities** and **compete in fairly**





**We Build Trust &  
Partnership**

**Thank You**